**FAITH MILLER-SETHI, DrPH, MPH**

201.658.2698 | [faithmiller@gmail.com](mailto:faithmiller@gmail.com) | [linkedin.com/in/faith-miller-sethi-drph-mph](https://www.google.com/search?q=https://linkedin.com/in/faith-miller-sethi-drph-mph)

**STRATEGIC HEALTH & SALES LEADER**

Dynamic and proven leader with extensive experience across diverse sectors in health and business, adept at leveraging relationships to drive business development and achieve sales goals. A Doctor of Public Health with a deep understanding of health systems and complex medical topics, seeking to apply expertise to a sales role in the pharmaceutical industry. Combines strong relationship-building skills with a track record of exceeding targets and driving revenue growth, demonstrating agility, adaptability, orthogonal thinking, and the ability to hit the ground running.



**Key Strengths:**

* **Relationship Management & Influence:** Cultivates high-level strategic partnerships with key stakeholders, including C-suite decision-makers and senior health and medical professionals at major health systems, effectively informing, educating, and influencing professionals.
* **Business Development & Sales Excellence:** Proven ability to build new markets, identify business opportunities, and drive significant revenue, including driving more than $2 million in new revenue.
* **Aptitude for Health & Medical Topics:** Possesses a DrPH and MPH, providing a strong foundation in health systems, research, and an aptitude for quickly absorbing new information and understanding how to make it meaningful to diverse audiences.
* **Strategic Planning & Execution:** Known for fostering accountability, driving operational excellence, and developing successful program and project strategies in dynamic environments.
* **Community Engagement & Advocacy:** Expertise in building and leveraging community partnerships, valuable for roles requiring patient advocacy and broader community health initiatives.

**PROFESSIONAL EXPERIENCE**

**mySidewalk, Inc.**, *Community-intelligence technology company* **Director of Strategic Health Initiatives** | June 2021 – February 2022

* Built an entirely new market for the health solutions platform, leveraging a nationwide health-systems network.
* Landed C-suite decision-maker meetings at the largest health systems in the U.S. and drove more than $2 million in new revenue.
* Procured and cultivated strategic relationships with key internal and external stakeholders to drive customers' community health and healthy equity investment strategies.
* Facilitated conversations to uncover and identify new business opportunities.
* Customized products and identified industry-specific solutions to meet client needs.
* Hired full-time after seven months as a consultant based on ability to cultivate high-level relationships at the biggest health systems in the U.S.

**Health Solutions Consultant (Contract)** | November 2020 – June 2021

* Cultivated high-profile strategic partnerships within the private health sector.
* Developed an entirely new "higher education" market for the company's platform.
* Conveyed the value of community-level data to health systems to successfully gain interest for developing health equity strategies.

**City University of New York, School of Medicine** **Clinical Professor and Course Director (Contract)** | January 2019 – August 2020

* Increased field site placements by 84% by establishing 46 strategic partnerships with clinical and administrative leadership.
* Directed courses focused on the social determinants of health.

**Bond New York/Halstead Feathered Nest** **Real Estate Professional** | August 2010 – December 2013

* Consistently exceeded goals, leveraging entrepreneurial ability to attract high net-worth business.

**EDUCATION**

**Doctor of Public Health (DrPH)**, Socio Medical Sciences | Columbia University, Mailman School of Public Health **Master of Public Health (MPH)**, Population and Family Health | Columbia University, Mailman School of Public Health **Master of Science Candidate**, Non-Profit Management (90% met) | The New School for Social Research, Milano School of Management **Bachelor of Arts (BA)**, History | Duke University

**OTHER RELEVANT EXPERIENCE**

* Possess a substantial network of social-impact-driven leaders in philanthropy, non-profit, healthcare, and corporate social responsibility.
* Led recruitment efforts throughout New England, New York, and Pennsylvania for the University of Vermont.
* Managed grant budgets and developed public funding proposals for North General Hospital.
* Oversaw and executed corporate and foundation fundraising and donor recognition activities for International House.